



Gregory Otterbein

**New CEO in town**

Gregory Otterbein has been named the new CEO of family-owned and operated Keany Produce & Gourmet, headquartered in Landover, Maryland. Otterbein

has held COO and GM positions at Sysco and Shamrock Foods Company and has a proven track record of expansive achievements. Keany is a long-standing produce distributor serving Washington, D.C., Maryland, Delaware, Virginia, Pennsylvania, and North Carolina.

“Greg brings a wealth of experience to Keany Produce & Gourmet,” said founder and President Kevin Keany. “He’s been a dynamic senior player at major food service companies across the country, and he knows every corner of our industry. With Greg at the helm, we’re poised to move into a new era of growth and innovation at Keany.”

“Keany Produce & Gourmet felt right, right from our first meeting,” said Otterbein. “They run a tight operation yet maintain the family culture that has defined them since their days of one truck and one employee, Kevin Keany.” Otterbein joins Keany at a key moment in the company’s history — its 40th anniversary. As for Kevin Keany, “Now that Greg is here,” he says, “I look forward to spending more time with our customers and farm partners — the parts of the business I’ve always loved most.”

**Café + Teria for Arlington high school students**

Students in Arlington, Virginia’s three high schools started off the school year with new, healthier dining choices for lunch service — developed by the pioneer of sous-vide cooking, Cuisine Solutions. With the new Café + Teria concept, students are able to select ingredients in four steps to build a nutritious meal. First, there is a base of grain, salad, or a wrap, followed by a protein of antibiotic-free chicken, ground beef, or Paneer cheese, then a topping of vegetables, cheese, and sauces, and finally, a dressing.

Bill Stablein, Cuisine Solutions’

manager of K-12 programs, says, “This program introduces the healthy, fast-casual dining experience that teenagers love. Arlington is an innovative district and a good choice to begin the program based on size, number of schools, diversity, and exposure to quick-service restaurants.” Café + Teria’s protein choices will all be prepared with the sous-vide method, which fully cooks and pasteurizes the food. Café + Teria resembles a franchise for schools, which can be replicated at any school district in the country. For more information, visit [www.cuisinesolutions.com](http://www.cuisinesolutions.com).



Diana Clark demonstrates her technique for breaking down a side of beef

**Where’s the beef?**

At the Meat Lab, of course! Last month, Metropolitan Meat, Seafood & Poultry hosted its first Certified Angus Beef® brand “MEAT LAB” at its facility in Landover, Maryland. A crowd of about 25 of Metropolitan’s select customers attended the event — some coming from as far as three hours away to attend. Led by Certified Angus Beef® brand meat scientist Diana Clark, the three-hour demonstration consisted of a complete breakdown of a full side of beef.

Guests were encouraged to participate in the cutting as the carcass was further processed into sub-primals and portion cuts. Engagement was lively as questions flew and were well mastered by

the presenter. Innovative ideas on how to use and market cuts were shared, including roasting the bone marrow and using new cuts from the spinalis. A delicious lunch of Certified Angus Beef® brand tri-tip was served after the presentation for all to enjoy. For more information, visit [www.metropoultry.com](http://www.metropoultry.com); or call 301.772.0060 or 800.522.0060.

**Shoes for Crews**

Those who began budding careers bussing tables and stocking shelves can call to memory the constant fear of face-planting with a tray full of drinks — a casualty of even the smallest interaction between shoe and wet floor. In fact, falls are the second leading cause of the most serious workplace injuries, accounting for more than \$15 billion of the \$62 billion employers pay each year in direct workers compensation costs, according to the latest Liberty Mutual Workplace Safety Index. Add the indirect cost of workers compensation claims — an additional \$2 to \$4 for every \$1 in direct costs plus the cost of general liability claims arising from falls — and safety clearly becomes a key driver of profitability and a board-level concern.

Enter Shoes for Crews. The footwear brand says it has made more than 100,000 workplaces safer for the last three decades thanks to its revolutionary slip-resistant soles. Says CEO and Chief Innovation Officer Stuart Jenkins, “When I joined Shoes for Crews as the CEO last year, I made the decision to redesign the entire line. I’ve worked on making shoes better since I was a long-distance runner myself, and now I’m committed to making Shoes For Crews better, too.” With 77 styles, there are options for every worker to no longer slip and slide! Good for the sole! [www.shoesforcrews.com](http://www.shoesforcrews.com).

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